

*Tennessee
Small Business Person
of the Year 2009*

Randall McGinnis, Founder/CEO
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BIO

Randall McGinnis began his working career in 1974 with the Scioto County, Ohio Sheriff's Department, and advanced through the years to a position as a Senior Operations person at the Y-12 Nuclear Weapons Plant at Oak Ridge National Laboratory (ORNL). By the year 2000, McGinnis knew he could own and manage his own enterprise: in February of that year, he bought an existing defense consulting firm and renamed the company, **Echota Technologies**, after the Cherokee Capital established in the state of Georgia in 1821.

By December of 2001, McGinnis' firm had established its first field Office in Richland, Washington—to support the DOE Hanford Reservation with its newly formed commercial services and nuclear division.

In 2002, McGinnis, a Native American, was awarded 8-a status by the U.S. Small Business Administration. According to McGinnis, the SBA 8-a Program has been a significant benefit to Echota. "In December 2004, we established our second field office in Fayetteville, North Carolina to support the Security Services Division with contracts, program management, and marketing efforts—the primary focus of the North Carolina operation is on Special Forces, Army and Joint Special Operations Command in the areas of training, management and support, staff augmentation and facilities support at Fort Bragg," says McGinnis.

A third field office is now in Albuquerque, New Mexico and fourth and fifth field offices are in Idaho Falls and Anchorage, Alaska.

Federal contracts awarded to Echota Technologies have progressed from less than \$2 million in 2002 to over \$20 million in 2007. In January of 2008, Echota was recognized by Inc.500 as being number 269 on the 2007 Southeast 500 list. The AMEC-Echota-Mentor Protégé Team received the 2006 Nunn-Perry Award from the Department of Defense.

Randall McGinnis and the staff at Echota are actively involved in community activities including the statewide Native American Indian Association (NAIA) and its annual fundraising Pow Wow which draws over 10,000 attendees each year. Randall is a nationally renowned Native American flutist and has played and sold his CDs for the benefit of several Native American charities.